

# **King County Quarterly Economic Measures**

## **Third Quarter, 2000**

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### **Executive Summary**

As part of its year 2000 special programs contract with the Office of Regional Policy and Planning, the Central Puget Sound Economic Development District (EDD) produces quarterly reports on national and county economic measures. This document is an executive summary of the third quarter, 2000 report. Anyone desiring copies of the full 25-page report should contact Ray Moser, Manager, Economic Development Program at 205-0707.

### ***The Nation***

#### ***U.S. Economic Measures***

Advance reports of the gross domestic product for third quarter 2000 show a slight cooling of the national economy. Restrained by a drop in government spending and slower growth in new home construction and business investment, GDP grew at an annualized rate of 2.7%, the lowest in more than a year. While demand remains strong, it appears not to have kept pace in the past three months with the highs of the last few years. Consumer spending rose by 4.5% in the third quarter, better than the 3.1% growth seen in the previous quarter, but not the equal of the 7.6% annual rate of increase in the first three months of the year. Business investment in equipment and software grew by 8.5% in the third quarter, quite strong by historical standards, but not when compared with rates near 20% for much of the past two years.

The second quarter GDP growth rate has been revised upward from 5.2% to 5.6%. While consumer spending slowed during the period, it was not as weak as originally estimated. The implicit price deflator for the second quarter was revised downward slightly to 2.4%. Advance third quarter estimates indicate the threat of inflation receding further, with the GDP price deflator at an annualized rate of 2.0%.

Volatile energy prices led to a roller coaster ride for the consumer price index during the third quarter of this year. In July, the inflation rate rose 0.2%. In August, falling fuel costs led to the first decline in the CPI in 14 years, dropping 0.1%. A dramatic jump in energy prices a few weeks later resulted in a September increase in the CPI of 0.5%. If energy and food costs are excluded, the core rate of inflation has remained relatively stable, rising 0.3% in September after five consecutive months of 0.2% gains. On an annual basis, the CPI rose at a rate of 3.8% through September, compared with a 2.7% increase for all of last year.

The Federal Reserve raised short-term interest rates six times between mid-1999 and May of 2000 to slow economic growth and stave off inflation. At its last three meetings, the central bank has declined to raise rates further.

Since January of this year, interest rate hikes by the Fed coupled with the repurchase of government debt by the Treasury Department have resulted in an inverted yield curve, with shorter term 10-yr and even 3-yr bonds trading at higher rates than the standard 30-yr Treasuries. Inflation fears have tended to keep bond yields higher, although rates have tended generally downwards following the Fed's last interest rate increase in May. In mid-September, the yield on the 30-year bond rose above that of the 10-year note for the first time since January.

With inflation fears somewhat calmer, and no immediate sign from the Fed of further interest rate increases, mortgage rates have moved lower during the third quarter, dropping below eight percent for the first time in about a year.

### ***Industrial/Manufacturing Measures***

In the third quarter, producers' durable equipment grew by \$23.6 billion, for an annualized rate of 8.5%. This represents a slowdown in the rate of growth, which has averaged fifteen to twenty percent over the past year and a half. Purchases of information processing equipment and software continue to dominate business investment. Nonfarm inventories rose by \$74.9 billion, a slight increase over revised second quarter figures. New orders for durable goods dropped 13.1% in July, the largest one-month decline on record. A fall in new orders for transportation equipment accounted for about two-thirds of the decline. In August and September, durable goods orders recovered slightly, up 3.5% and 1.8%, respectively. Volatility in aircraft industry sales masks a gradual slowdown in industrial demand. Non-defense capital goods orders, excluding aircraft, an indication of business investment, rose 1.8 percent in September after falling 1.3 percent in August and 3.7 percent in July.

A trend toward slower growth is also evident in the industrial production numbers. The pace of production of consumer durables such as household appliances and automobiles slackened in the third quarter compared with the first half of the year. High tech equipment, particularly computers, semiconductors, and communications equipment, continues to show the strongest growth. The capacity utilization rate remained steady at just over 82%.

### ***Income Measures***

Income growth averaged 0.4% per month for the quarter. Moderate growth in personal income during the third quarter further reflects a cooling economy, in line with the slower pace of job creation. Per capita disposable personal income continued to rise at a moderate pace in the third quarter, up 2.3% over the same period one year earlier.

## ***The Region***

### ***Economic Activity***

Price levels in the region rose incrementally in the third quarter of 2000. The consumer price index (CPI) for the western U.S. was up 1.1% from the previous quarter, for an annual rate of 4.4%. The estimated CPI for the Seattle metro area also rose 1.1% in the third quarter of 2000, for an annual rate of 4.3%.

The number of bankruptcies recorded in King County declined further in the third quarter of 2000, down 6.3% from the previous quarter and 6.2% from the same quarter twelve months earlier.

New business starts within Seattle fell somewhat during the third quarter of 2000. Licenses issued in the months July to September were only about two-thirds the volume of the same period last year.

Air traffic at SeaTac continues to follow a long run trend of steady, year to year growth, with pronounced seasonal variations. Air passenger and air cargo traffic volume in the third quarter of 2000 was largely unchanged from the same period last year. Expected revisions in the August figures will likely result in a slight increase over last year's numbers. Container traffic at the Port of Seattle was remarkably robust, up 10.3% from third quarter 1999.

### ***Convention Information***

The number of conventions and events held in King County during the third quarter of 2000 rose 55% over the same period last year. Total room nights, a measure of the volume of tourist and business traffic, increased 22%.

Local room taxes collected during the second quarter of 2000 were up 4.8% from the same period last year. Local room tax per event, a proxy measure for delegate expenses, rose 8.2% from the same period twelve months earlier.

### ***Taxable Retail Sales***

Taxable retail sales in King County rose 9.9% overall in the second quarter of 2000. Among the major sectors, construction once again grew most rapidly, up 20.5%. Transportation, communications and utilities (15.8%) and manufacturing (11.3%) realized above average gains. Retail trade (8.9%), services (8.5%), and finance, insurance and real estate (8.3%) also did well. Taxable retail sales in the City of Seattle were up 8.1% in the second quarter of 2000. As in the county as a whole, construction activity led the way with a growth rate of 21.9%. Transportation, communications and utilities (11.8%) and services (11.4%) ranked second and third. Most noteworthy was computer services, a sub-component of business services, which grew by 41% in the second quarter.

## ***Employment***

With its booming economy and tight labor market, King County continues to enjoy record low unemployment. The unemployment rate for King County rose slightly in the third quarter to 3.4%. Unemployment rates at the state and national levels were also higher, at 4.6% and 4.0%, respectively. The slight increase in unemployment rates in all areas was primarily due to layoffs of government workers hired to complete the 2000 census.

Countywide, average monthly initial unemployment claims in the second quarter of 2000 were down by 3.9% compared with the same period last year. The number of unemployment beneficiaries declined by 16.6%.

In the Seattle metro area, the number of nonagricultural wage and salary workers grew by 2.0% in the third quarter of 2000. Employment in goods-producing industries declined by 3.1%. Employment in services-producing industries increased by 4.5%. In line with the ongoing shift in the economic base of the Puget Sound region, manufacturing employment declined by 4.8%, led by job losses in transportation equipment: aircraft and parts (down 33.7%). Services employment increased by 5.5%, led by growth in business services: computer & data processing (up 27.2%).

## ***Job Dislocation Activity***

Roughly half of the job losses recorded by the King County Reemployment Center in the first six months of the year—about 3000—were due to workforce reductions at Boeing. Further jobs were lost at PACCAR/Kenworth Trucks (350), Boston Scientific Corp. (321), and apparel manufacturer Thaw Corp. (400). The downturn in the previously high-flying Internet sector led to the first high-tech layoffs at Amazon.com (150) and eProject.com (31).

## ***Boeing and Airline Industry Data***

After nearly two years of steady declines, the number of Boeing workers in Washington State appears to have stabilized at slightly more than 77,000 employees. Contractual backlogs overall at Boeing were up 10% over the same period last year. Backlogs in the commercial airplane division rose 9.4%, and in the space and communications division increased by 5.7%.

## ***Wages***

With employment and payroll data now available for the second half of 1999, overall monthly wages can be seen to have risen in the third quarter (7.8%) and again in the fourth quarter (9.4%). Total wage levels in the final quarter of 1999 were higher than in the same quarter one year earlier, by 16.4%. The major sectors with the highest average monthly wage were services (up 33%) and manufacturing (8%).

## ***Real Estate***

### ***Construction***

A slight cooling in the housing market in the third quarter of 2000 brought slower sales and higher prices. In King County, sales of new and existing homes in the third quarter of 2000 were down 0.9% from third quarter 1999. At the same time, both the mean and median sales prices rose by over 4%.

In the city of Seattle, the number of commercial and industrial permits issued in the third quarter of 2000 increased 6.2% from the same period one-year earlier. The value of non-residential construction, however, was down by nearly 50%. The number of residential permits issued for existing units grew by 12.5%, while those for new construction declined by 10.1%. The dollar value of residential construction increased by more than 27% and the number of new units built increased by half over the same period twelve months earlier.

### ***Office Market***

Following the second quarter correction in technology stock prices, layoffs and closures among new economy firms have led to a slackening of demand in the regional office market. According to Colliers International, sublease vacancies in downtown Seattle in the third quarter jumped to six times their level in the previous quarter, with subleases accounting for just under a third of vacancies overall. In downtown Seattle, vacancy rates rose from 1.0% to 1.4%, according to CB Richard Ellis. Nearly 1.2 million square feet of new office space was added to the downtown market in the past quarter, with another 2.4 million square feet under construction. A softening of demand by high tech firms has yet to make itself felt in terms of declining rents. Average lease rates downtown rose 9% to \$38.68 per square foot. Lease rates for prime office space remain above \$50 per square foot. According to a recently released report by the real estate research division of John Hancock Financial Services, Inc. of Boston, the current office vacancy rate in the Seattle metro area is expected to double over the next 12 months, rising as high as 7% by October of 2001. The report attributes this expected increase to the substantial acceleration in office construction combined with a cooling economy. Last month, the Federal Deposit Insurance Corporation added Seattle to its list of areas in danger of commercial overbuilding, warning that slower economic growth on top of the current boom in office building could force some developers to default on loans. Locally, real estate experts are skeptical, noting that almost 80% of current construction is already preleased, and that, given the historically low vacancy rates, a slight softening in demand might actually be good for the market, perhaps heading off rising lease rates.

### ***Industrial Market***

More than a million square feet new space was added to the Puget Sound industrial market in the third quarter, about 2/3 of it in the Kent Valley. In spite of this, continued strong demand drove vacancy rates lower to 3.8% regionwide. In Seattle, vacancy rates

fell from 3.3% to 3.1%. Regionwide, the pace of building activity slowed slightly, with 2.5 million square feet of new industrial space under construction compared with 3 million the previous quarter. Lease rates remained unchanged, but strong demand combined with a slowdown in new construction may soon lead to higher rates throughout the Puget Sound region.

#### *Retail Market*

The retail market tightened even further in the first half of the year, with vacancy rates down from 5.5% in the second half of 1999 to the current 3.5%. Vacancy rates were lowest in downtown Seattle, with a mere 1.6%, in spite of the addition of more than 700,000 additional square feet. In the face of such strong demand, one would expect a surge in lease rates. Instead, average lease rates were down in the first half of 2000, a fact attributable to the absorption of much of the prime retail space, according to CB Richard Ellis.

#### *Apartment Market*

The expected softening of the apartment market has yet to materialize. While the number of buildings changing hands continues to decline (the volume of sales has dropped by nearly two-thirds since the second half of 1998), the average price per unit was up once again in nearly every submarket in the region. Meanwhile, demand for rental housing has driven vacancy rates downward regionwide, dropping to 2.6% in the first half of 2000. In Seattle, the rate fell to 2.2% from 3.4% in the second half of last year. Strong demand and low vacancy rates resulted in a 2.4% rise in rents in the first half of the year. Current conditions have also encouraged developers—more than 10,000 new apartment units are now under construction, with an additional 25,000 units in the planning stages, according to CB Richard Ellis.

## OUTPUT and INFLATION

|  | 1999      |           | 2000      |           |            |
|--|-----------|-----------|-----------|-----------|------------|
|  | III       | IV        | I         | II        | III        |
| <b>Real GDP</b>                              | \$8,905.8 | \$9,084.1 | \$9,191.8 | \$9,318.9 | \$9,382.2  |
| <b>GDP growth</b>                            | \$122.6   | \$178.3   | \$107.7   | \$127.1   | \$63.3     |
| <b>% change in GDP from previous quarter</b> | 1.4%      | 2.0%      | 1.2%      | 1.4%      | 0.7%       |
| <b>Annualized growth rate</b>                | 5.7%      | 8.3%      | 4.8%      | 5.6%      | 2.7%       |
| <b>Current-dollar GDP</b>                    | \$9,340.9 | \$9,559.7 | \$9,752.7 | \$9,945.7 | \$10,063.3 |
| <b>GDP growth</b>                            | \$149.4   | \$218.8   | \$193.0   | \$193.0   | \$117.6    |
| <b>% change in GDP from previous quarter</b> | 1.6%      | 2.3%      | 2.0%      | 2.0%      | 1.2%       |
| <b>Annualized growth rate</b>                | 6.7%      | 9.7%      | 8.3%      | 8.2%      | 4.8%       |
| <b>GDP Implicit Price Deflator</b>           | 104.9     | 105.2     | 106.1     | 106.7     | 107.3      |
| <b>Annualized growth rate</b>                | 0.9%      | 1.3%      | 3.3%      | 2.4%      | 2.0%       |

## INTEREST RATES

|  | 1999 |      | 2000 |      |      |
|--|------|------|------|------|------|
|  | III  | IV   | I    | II   | III  |
| <b>1 yr T-Bill</b>                           | 4.87 | 5.29 | 5.82 | 5.86 | 5.80 |
| <b>3 yr T-Bond</b>                           | 5.71 | 6.00 | 6.56 | 6.56 | 6.16 |
| <b>10 yr T-Bond</b>                          | 5.88 | 6.14 | 6.48 | 6.18 | 5.89 |
| <b>30 yr T-Bond</b>                          | 6.04 | 6.25 | 6.30 | 5.98 | 5.80 |
| <b>Discount Rate</b>                         | 4.60 | 4.87 | 5.19 | 5.74 | 6.00 |
| <b>Federal Funds Rate</b>                    | 5.09 | 5.31 | 5.68 | 6.27 | 6.52 |
| <b>Prime Rate</b>                            | 8.10 | 8.37 | 8.69 | 9.25 | 9.50 |
| <b>Average Mortgage Rate : United States</b> | 7.16 | 7.23 | 7.53 | 7.56 | 7.52 |
| <b>30-Year Fixed Rate</b>                    | 7.80 | 7.83 | 8.26 | 8.32 | 8.03 |
| <b>Average Mortgage Rate : Seattle</b>       | 7.18 | 6.99 | 7.50 | 7.58 | 7.67 |

### NOTES:

GDP figures for third quarter 2000 are advance estimates, released October 27, 2000. Other GDP figures are revised.

Real GDP: Gross Domestic Product in (U.S. billions) 1996 dollars. GDP Price Deflator: 1996 =100.

CPI: 1982-1984=100. Price index covers all urban consumers. Quarterly CPI and Interest Rates: 3 month average.

New Home Mortgage Yield: U.S. monthly average, not seasonally adjusted. Represents effective rate on conventional loans closed by major lenders. Rate is for newly-built homes. Effective interest rate is equal to the contract interest rate plus fees and charges amortized over a ten year period. Quarterly rates calculated as three month average.

Average Mortgage Rate: Average effective rate on conventional loans with approximate term to maturity of 30 years. Data is for the Seattle Consolidated Metropolitan Statistical Area (CMSA), which includes Kitsap, Thurston, Island, King, Snohomish, and Pierce counties.

### SOURCES:

GDP figures from the Bureau of Economic Analysis national accounts data (<http://www.bea.doc.gov/bea/dn/nipbtbl-d.htm>).

CPI calculated by the Bureau of Labor Statistics (<http://stats.bls.gov/cpihome.htm>).

National Interest Rates from the Federal Reserve Statistical Release (<http://www.bog.frb.fed.us/releases/H15/>).

Mortgage rates from the Federal Housing Finance Board's Monthly Interest Rate Survey (<http://www.fhfb.gov/mirs.htm>).



## INDUSTRIAL MEASURES

|   | 1999    |         | 2000    |         |         |
|---|---------|---------|---------|---------|---------|
|   | III     | IV      | I       | II      | III     |
| <b>Producers' Durable Equipment</b>     | 1,026.6 | 1,050.1 | 1,100.4 | 1,146.6 | 1,170.2 |
| <b>Changes in Non-Farm Inventories</b>  | 43.5    | 73.0    | 33.0    | 72.3    | 74.9    |
| <b>Manufacturers' New Orders</b>        | 1,085.2 | 1,105.8 | 1,134.9 | 1,166.4 | 1,146.0 |
| <b>Non-Defense Capital Goods Orders</b> | 167.5   | 173.3   | 181.4   | 193.3   | 196.1   |
| <b>Industrial Production</b>            | 137.7   | 139.5   | 141.7   | 144.5   | 145.5   |
| <b>Capacity Utilization Rate</b>        | 80.7    | 81.0    | 81.5    | 82.3    | 82.2    |
| <b>Manufacturing</b>                    | 79.7    | 80.3    | 80.8    | 81.5    | 81.3    |

**NOTES:**

These figures measure industrial activity for the entire U.S. economy.

Producers' Durable Equipment and Changes in Non-Farm Inventories in billions of 1996 dollars, seasonally adjusted. All figures revised retroactive to first quarter 1997. Figures for third quarter 2000 are advance estimates, released October 27, 2000.

Manufacturers' New Orders and Non-Defense Capital Goods Orders in billions of current dollars, seasonally adjusted. Figures for second quarter 2000 have been revised; figures for third quarter 2000 are preliminary estimates, released November 3, 2000.

Industrial Production: 1992 = 100, seasonally adjusted. Quarterly figures are 3 month average.

Capacity Utilization Rate for all industries includes manufacturing, mining, and utilities.

**SOURCES:**

Producers' Durable Equipment and Changes in Non-Farm Inventories: Bureau of Economic Analysis (<http://www.bea.doc.gov/bea/dn/nipbt1-d.htm>).

Manufacturers' New Orders and Non-Defense Capital Goods Orders: Census Bureau (<http://www.census.gov/indicator/www/table5p.txt>).

Industrial Production and Capacity Utilization Rate: Federal Reserve Statistical Release (<http://www.bog.frb.fed.us/releases/g17/Current/>).

## Regional Economic Indicators

|   | 1999      |           | 2000      |           |           |
|---|-----------|-----------|-----------|-----------|-----------|
|   | III       | IV        | I         | II        | III       |
| <b>Consumer Price Index: Western U.S.</b>       | 169.5     | 170.4     | 172.1     | 174.0     | 175.9     |
| <b>Consumer Price Index: Seattle CMSA</b>       | 173.4     | 174.6     | 176.0     | 178.4     | 180.3     |
| <b>Port of Seattle</b>                          |           |           |           |           |           |
| <b>Air freight (metric tons)</b>                | 79,889    | 77,444    | 68,000    | 77,300    | 79,273    |
| <b>Water-borne freight (TEUs)</b>               | 352,711   | 375,865   | 335,757   | 388,330   | 389,141   |
| <b>Air Passengers</b>                           | 8,307,005 | 6,562,054 | 6,086,158 | 7,363,472 | 8,304,319 |
| <b>Bankruptcies: Puget Sound Region</b>         | 3,902     | 3,928     | 3,876     | 3,991     | 3,773     |
| <b>Bankruptcies: King County</b>                | 1,662     | 1,655     | 1,596     | 1,664     | 1,559     |
| <b>New Business Starts: City of Seattle</b>     | 2,898     | 863       | 2,432     | 3,153     | 1,195     |
| <b>Electrical Energy Usage: City of Seattle</b> | 2,076,888 | 2,358,532 | 2,733,937 | 2,243,751 | 2,101,751 |

**NOTES:**

CPI –U: Covers all urban consumers. 1982-1984 = 100. Data for selected local areas available on a bimonthly basis since 1998.

New Business Starts consist of the total new business license accounts for the quarter.

Electrical Energy Usage in thousands of kilowatts billed.

**SOURCES:**

CPI: Bureau of Labor Statistics (<http://stats.bls.gov/cpihome.htm>).

Waterborne Freight and Air Traffic: Port of Seattle (<http://www.portseattle.org>).

Bankruptcies: U.S. Bankruptcy Court.

New Business Starts: Seattle Department of Licensing.

Electrical Energy Usage: Seattle City Light.

## Convention Information: King County

|                              | 1999    |         | 2000    |         |         |
|------------------------------|---------|---------|---------|---------|---------|
|                              | III     | IV      | I       | II      | III     |
| <b># Conventions/Events</b>  | 106     | 107     | 158     | 151     | 164     |
| <b># Room Nights</b>         | 122,417 | 121,805 | 155,841 | 161,175 | 149,201 |
| <b>Room Nights per Event</b> | 1,155   | 1,138   | 986     | 1,067   | 910     |

|                           | 1999        |             | 2000        |             |             |
|---------------------------|-------------|-------------|-------------|-------------|-------------|
|                           | II          | III         | IV          | I           | II          |
| <b>Local Room Tax</b>     | \$3,302,114 | \$4,183,379 | \$3,184,960 | \$2,765,116 | \$3,459,408 |
| <b>Room Tax per Event</b> | \$21,167    | \$39,466    | \$29,766    | \$17,501    | \$22,910    |

**NOTES:**

The figures for number of conventions and number of room nights are for all events booked at the convention center and area hotels. "Local Room Tax" includes Washington State hotel/motel tax distributions to Seattle-King County, exclusive of taxes collected in Bellevue. This is used as a proxy for delegate expenses. Quarterly figures indicate the months when room taxes were collected, not distributed, since distribution occurs two months after collection. For example, hotel/motel distributions for June reflect collections made in April.

**SOURCES:**

Number of conventions/events and number of room nights: Seattle-King County Convention and Visitors Bureau

Hotel/Motel Tax Distributions: Washington State Department of Revenue

# Taxable Retail Sales

| INDUSTRY                              | SIC              | City of Seattle |                              |                           | King County   |                              |                           |
|---------------------------------------|------------------|-----------------|------------------------------|---------------------------|---------------|------------------------------|---------------------------|
|                                       |                  | Q2 2000         |                              | CHANGE<br>FROM Q2<br>1999 | Q2 2000       |                              | CHANGE<br>FROM Q2<br>1999 |
|                                       |                  | UNITS           | TAXABLE RETAIL<br>SALES (\$) |                           | UNITS         | TAXABLE RETAIL<br>SALES (\$) |                           |
| <b>RETAIL TRADE</b>                   | <b>52-59</b>     | <b>6,543</b>    | <b>\$1,356,995,464</b>       | <b>5.6%</b>               | <b>12,448</b> | <b>\$4,183,508,178</b>       | <b>8.9%</b>               |
| BUILDING MATERIALS/HARDWARE           | 52               | 260             | 73,665,560                   | 1.2%                      | 542           | 295,089,614                  | 5.4%                      |
| Lumber/Bldg Material                  | 521-522          | 117             | 41,266,767                   | 15.5%                     | 216           | 165,345,240                  | 20.1%                     |
| Paint, Glass, Wallpaper               | 523              | 42              | 6,200,715                    | 15.1%                     | 71            | 13,691,758                   | 1.4%                      |
| Hardware Stores                       | 525              | 60              | 21,512,169                   | -22.0%                    | 139           | 84,478,075                   | -12.7%                    |
| Nurseries/Garden Supplies             | 526              | 41              | 4,685,909                    | 14.5%                     | 107           | 30,505,653                   | 0.2%                      |
| Mobile Home Dealers                   | 527              | -               | -                            | -                         | 9             | 1,068,888                    | -40.0%                    |
| GENERAL MERCHANDISE                   | 53               | 37              | 93,160,705                   | 7.3%                      | 77            | 421,985,683                  | 5.5%                      |
| Department Stores                     | 531              | 11              | 72,419,170                   | 9.9%                      | 14            | 267,868,084                  | 8.1%                      |
| Variety Stores                        | 533              | 9               | 14,731,919                   | -3.9%                     | 23            | 115,472,065                  | 0.3%                      |
| Other General Merchandise             |                  | 17              | 6,009,616                    | 7.4%                      | 40            | 38,645,534                   | 4.7%                      |
| FOOD                                  | 54               | 494             | 121,749,897                  | 9.2%                      | 894           | 365,569,425                  | 6.6%                      |
| Grocery Stores                        | 541              | 347             | 114,763,269                  | 9.2%                      | 619           | 347,657,727                  | 7.1%                      |
| Fruit/Vegetable/Meat                  | 542-543          | 22              | 1,101,909                    | 99.6%                     | 38            | 3,866,690                    | 27.0%                     |
| Candy/Nut/Confectionery               | 544              | 12              | 394,193                      | 17.0%                     | 18            | 427,940                      | -33.7%                    |
| Dairy Products                        | 545              | 6               | 233,010                      | -11.5%                    | 13            | 642,976                      | -9.7%                     |
| Bakeries                              | 546              | 59              | 2,623,295                    | 7.1%                      | 104           | 4,428,128                    | 12.9%                     |
| Other Food Stores                     |                  | 48              | 2,634,221                    | -8.1%                     | 102           | 8,545,964                    | -14.6%                    |
| AUTO DEALERS/GAS STATIONS             | 55               | 383             | 246,206,511                  | -1.6%                     | 988           | 941,166,166                  | 7.6%                      |
| Auto Dealers (New/Used)               | 551-552          | 101             | 176,992,338                  | 2.6%                      | 316           | 757,960,608                  | 10.3%                     |
| Accessory Dealers                     | 553              | 79              | 12,822,765                   | -28.4%                    | 190           | 47,986,667                   | -18.2%                    |
| Service Stations                      | 554              | 110             | 13,667,023                   | -3.3%                     | 323           | 50,388,902                   | 3.0%                      |
| Marine/Aircraft, etc.                 |                  | 93              | 42,724,385                   | -6.5%                     | 159           | 84,829,989                   | 5.8%                      |
| APPAREL/ACCESSORIES                   | 56               | 327             | 99,019,841                   | 4.0%                      | 568           | 254,837,229                  | 7.9%                      |
| Clothing                              | 561-565          | 202             | 83,110,197                   | 2.2%                      | 342           | 207,825,399                  | 4.7%                      |
| Shoes                                 | 566              | 36              | 8,215,884                    | 15.7%                     | 59            | 21,528,060                   | 11.5%                     |
| Other Accessories                     |                  | 89              | 7,693,760                    | 13.4%                     | 167           | 25,483,770                   | 39.5%                     |
| FURNITURE/FURNISHINGS/EQUIP.          | 57               | 850             | 154,198,599                  | 13.5%                     | 1,525         | 588,198,487                  | 15.9%                     |
| Furniture                             | 571              | 330             | 49,065,377                   | 10.2%                     | 617           | 175,228,901                  | 6.4%                      |
| Appliances                            | 572              | 33              | 2,645,893                    | -18.5%                    | 86            | 26,165,697                   | -8.2%                     |
| Electronics/Music Stores              | 573              | 487             | 102,487,329                  | 16.4%                     | 822           | 386,803,889                  | 23.1%                     |
| EATING/DRINKING PLACES                | 58               | 1,814           | 287,840,984                  | 5.6%                      | 3,494         | 622,553,701                  | 8.9%                      |
| MISCELLANEOUS RETAIL STORES           | 59               | 2,378           | 281,153,367                  | 7.9%                      | 4,360         | 694,107,873                  | 10.2%                     |
| Drug Stores                           | 591              | 45              | 27,343,162                   | 1.9%                      | 100           | 73,023,780                   | 1.5%                      |
| Miscellaneous Retail Stores           | 594              | 580             | 100,738,451                  | 0.2%                      | 1,079         | 267,109,811                  | 3.3%                      |
| Nonstore Retailers                    | 596              | 345             | 23,459,082                   | -16.5%                    | 614           | 65,558,603                   | -0.6%                     |
| Fuel/Ice                              | 598              | 25              | 9,759,966                    | -4.5%                     | 43            | 19,552,969                   | 7.4%                      |
| Other Retail Stores                   |                  | 1,383           | 119,852,706                  | 26.4%                     | 2,524         | 268,862,710                  | 25.0%                     |
| <b>SERVICES</b>                       | <b>70-89</b>     | <b>5,316</b>    | <b>613,471,403</b>           | <b>11.4%</b>              | <b>10,314</b> | <b>1,343,651,417</b>         | <b>8.5%</b>               |
| HOTELS/MOTELS, ETC.                   | 70               | 115             | 104,933,207                  | 8.2%                      | 274           | 208,604,407                  | 6.7%                      |
| PERSONAL SERVICES                     | 72               | 666             | 22,754,346                   | 0.8%                      | 1,529         | 56,082,471                   | 5.6%                      |
| BUSINESS SERVICES                     | 73               | 2,208           | 255,510,408                  | 14.7%                     | 3,681         | 504,735,403                  | 10.6%                     |
| Computer Services                     | 737              | 496             | 65,861,475                   | 41.0%                     | 820           | 134,473,050                  | 25.5%                     |
| AUTOMOTIVE REPAIR/SERVICES            | 75               | 665             | 104,049,944                  | 8.0%                      | 1,532         | 319,486,265                  | 10.1%                     |
| OTHER SERVICES                        |                  | 1,662           | 126,223,498                  | 12.7%                     | 3,298         | 254,742,871                  | 4.6%                      |
| <b>CONTRACTING</b>                    | <b>15-17</b>     | <b>5,163</b>    | <b>652,522,280</b>           | <b>21.9%</b>              | <b>9,098</b>  | <b>1,660,794,781</b>         | <b>20.5%</b>              |
| <b>MANUFACTURING</b>                  | <b>19-39</b>     | <b>927</b>      | <b>99,184,634</b>            | <b>5.0%</b>               | <b>1,712</b>  | <b>252,564,256</b>           | <b>11.3%</b>              |
| <b>TRANSPORTATION/COMM./UTILITIES</b> | <b>40-49</b>     | <b>457</b>      | <b>220,269,968</b>           | <b>11.8%</b>              | <b>701</b>    | <b>505,431,064</b>           | <b>15.8%</b>              |
| <b>WHOLESALE</b>                      | <b>50-51</b>     | <b>2,666</b>    | <b>388,228,383</b>           | <b>-6.6%</b>              | <b>4,414</b>  | <b>1,099,771,333</b>         | <b>-0.3%</b>              |
| <b>FINANCE/INSURANCE/REAL ESTATE</b>  | <b>60-67</b>     | <b>305</b>      | <b>57,114,051</b>            | <b>7.6%</b>               | <b>559</b>    | <b>143,438,110</b>           | <b>8.3%</b>               |
| <b>OTHER BUSINESS</b>                 | <b>0-14/90's</b> | <b>844</b>      | <b>23,381,172</b>            | <b>4.1%</b>               | <b>1,622</b>  | <b>87,682,974</b>            | <b>7.3%</b>               |
| <b>TOTAL ALL INDUSTRIES</b>           |                  | <b>22,221</b>   | <b>\$3,411,167,355</b>       | <b>8.1%</b>               | <b>40,868</b> | <b>\$9,276,842,113</b>       | <b>9.9%</b>               |

## NOTES:

Quarterly taxable retail sales data released with a lag of up to 6 months. Units are number of businesses reporting taxable retail sales.

## SOURCE:

Taxable Retail Sales: *Quarterly Business Review*, Department of Revenue, Washington State (<http://www.dor.wa.gov>).

### Civilian Labor Force: King County

|   | 1999      |           |           | 2000      |           |
|---|-----------|-----------|-----------|-----------|-----------|
|   | III       | IV        | I         | II        | III       |
| <b>Civilian Labor Force</b>             | 1,045,067 | 1,045,933 | 1,034,867 | 1,032,433 | 1,031,700 |
| <b>Employed</b>                         | 1,011,333 | 1,015,033 | 1,001,900 | 999,800   | 996,200   |
| <b>Unemployed</b>                       | 33,733    | 30,900    | 32,933    | 32,667    | 35,500    |
| <b>Unemployment Rate</b>                | 3.2%      | 3.0%      | 3.2%      | 3.2%      | 3.4%      |
| <b>Unemployment Rate: WA State</b>      | 4.5%      | 4.3%      | 5.2%      | 4.5%      | 4.6%      |
| <b>Unemployment Rate: United States</b> | 4.2%      | 3.8%      | 4.4%      | 3.9%      | 4.0%      |

  

|                                   | 1999   |        |        | 2000   |        |
|-----------------------------------|--------|--------|--------|--------|--------|
|                                   | II     | III    | IV     | I      | II     |
| <b>Initial UE Claims</b>          | 5,115  | 4,730  | 5,172  | 7,105  | 4,913  |
| <b>Unemployment Beneficiaries</b> | 20,430 | 17,883 | 16,893 | 18,701 | 17,035 |

### Nonagricultural Employment: Seattle PMSA

|   | 1999      |           |           | 2000      |           |
|---|-----------|-----------|-----------|-----------|-----------|
|   | III       | IV        | I         | II        | III       |
| <b>Non-Agricultural Employment</b>                    | 1,385,200 | 1,402,700 | 1,381,850 | 1,407,400 | 1,413,200 |
| <b>Goods Producing</b>                                | 298,600   | 290,033   | 275,500   | 284,700   | 289,233   |
| <b>Services Producing</b>                             | 1,076,033 | 1,112,700 | 1,104,533 | 1,122,700 | 1,123,967 |
| <b>Mining</b>   | 700       | 667       | 700       | 700       | 700       |
| <b>Construction</b>                                   | 81,167    | 80,467    | 75,500    | 80,533    | 86,033    |
| <b>Manufacturing</b>                                  | 212,667   | 208,900   | 196,700   | 203,467   | 202,500   |
| <b>Durable Goods</b>                                  | 168,200   | 164,033   | 155,000   | 159,067   | 157,467   |
| <b>Nondurable Goods</b>                               | 44,467    | 44,867    | 44,300    | 44,400    | 45,033    |
| <b>Transportation, Communications &amp; Utilities</b> | 84,133    | 85,233    | 85,567    | 86,533    | 87,233    |
| <b>Wholesale &amp; Retail Trade</b>                   | 328,833   | 335,400   | 330,633   | 336,333   | 341,033   |
| <b>FIRE</b>   | 85,900    | 86,333    | 84,467    | 84,567    | 84,967    |
| <b>Services</b>                                       | 405,933   | 414,033   | 412,133   | 421,200   | 428,333   |
| <b>Government</b>                                     | 185,867   | 191,700   | 191,733   | 194,067   | 182,400   |

**NOTES:**

Civilian Labor Force consists of workers who live in the region in question. (based on household survey).

Non-Agricultural Employment consists of workers who work in the region in question. (based on establishment survey).

Unemployment Rates are not seasonally adjusted.

Seattle PMSA includes King, Snohomish, and Island Counties. The proportion of annual average total employment represented by each is approximately 83%, 16%, and 1%, respectively.

All quarterly figures are three-month averages.

**SOURCE:**

*Washington State Labor Area Summaries*, Washington State Employment Security, Labor Market and Economic Analysis Branch.

**Seattle-King County Dislocation Activity**  
**January - July 2000**

| <b>Company</b>                   | <b>Location</b>                    | <b>Occupation</b>                         | <b>No. of Workers</b>     |
|----------------------------------|------------------------------------|---|---------------------------|
| Boeing Co.                       | King, Pierce, & Snohomish Counties | All Job Classifications                   | 3034                      |
| Muzak                            | Seattle                            | Headquarters Staff & Warehouse            | 411                       |
| PAC CAR/Kenworth Trucks          | Seattle & Renton                   | Manufacturing                             | 350                       |
| Boston Scientific Corp.          | Redmond                            | Manufacturing & Support - Medical Devices | 321                       |
| Thaw Corporation                 | Seattle & Kent                     | Apparel Manufacturing                     | 200                       |
| REI/Thaw Corp.                   | Seattle & Kent                     | Garment Manufacturing                     | 200                       |
| Summit Window & Door Co.         | Kent                               | Manufacturing & Sales                     | 160                       |
| Amazon.com                       | Seattle                            | Customer Service & Support                | 150                       |
| Kendall Co.                      | Bothell                            | Medical Supply Manufacturing              | 116                       |
| Dutch Harbor/UniSea              | Redmond                            | Seafood Catching                          | 115                       |
| Lamonts                          | Kirkland                           | Headquarters Staff & Store Support        | 115                       |
| Pony Express                     | <b>Sea-Tac</b>                     | Delivery Drivers & Dispatchers            | 100                       |
| Crawford Co.                     | Bellevue                           | Claims Administrators & Customer Service  | 91                        |
| United Parcel Service            | Seattle & Tukwila                  | Billing & Accounting                      | 79                        |
| Ledallite Architectural Products | Kent                               | Manufacturing                             | 74                        |
| Toys R Us                        | Kent                               | Office & Warehouse                        | 70                        |
| MDS Penlabs, Inc.                | Bothell                            | Customer Service                          | 62                        |
| Silver Eagle                     | Seattle & Kent                     | Warehouse, Drivers & Dispatch             | 52                        |
| Allstate Insurance Co.           | Bothell                            | Marketing & Sales                         | 48                        |
| Hexcel Corp.                     | Kent                               | Aerospace Manufacturing                   | 44                        |
| Northern Life Insurance Co.      | Seattle                            | Claims Administrators & Customer Service  | 40                        |
| Nestle                           | Carnation                          | Groundskeepers & Milkers                  | 35                        |
| eProject.com                     | Seattle                            | Project Management                        | 31                        |
| HFI Food                         | Redmond                            | Food Processing                           | 30                        |
| Ball Container, Inc              | Seattle                            | Manufacturing                             | 25                        |
| The Paper Co.                    | Seattle                            | Manufacturing                             | 20                        |
| Red Dot Corp.                    | Tukwila                            | Manufacturing                             | 20                        |
| CSK Auto                         | Auburn                             | Warehouse                                 | 19                        |
| J.C. Penney                      | Kent                               | Office Clerical                           | 12                        |
| Q FC                             | Bellevue                           | MIS                                       | 7                         |
| January - July 2000              | 30 Companies                       |   | 6,031 Dislocated Workers  |
| 1999                             | 61 Companies                       |   | 19,692 Dislocated Workers |
| 1998                             | 56 Companies                       |   | 7,259 Dislocated Workers  |

**SOURCE:** King County Reemployment Support Center

## Boeing Employees in Washington State

| <b>1989</b>     | <b>1990</b>    | <b>1991</b>   | <b>1992</b>    | <b>1993</b>     |
|-----------------|----------------|---------------|----------------|-----------------|
| 106,670         | 104,515        | 104,700       | 98,603         | 88,890          |
| <b>1994</b>     | <b>1995</b>    | <b>1996</b>   | <b>1997</b>    | <b>1998</b>     |
| 81,964          | 71,834         | 87,769        | 103,400        | 98,440          |
| <b>1999 III</b> | <b>1999 IV</b> | <b>2000 I</b> | <b>2000 II</b> | <b>2000 III</b> |
| 83,300          | 80,900         | 77,900        | 77,200         | 77,300          |

**NOTES:**

For quarterly totals, data reflects the number of employees at the end of the quarter. Boeing employees in Washington state represent approximately 40 percent of the company's U.S.-based workforce (including contingent labor and those employed by subsidiaries).

**SOURCE:**

The Boeing Company (<http://www.boeing.com>)

## Boeing Contractual Backlogs

|                                       | <b>1999 III</b> | <b>1999 IV</b> | <b>2000 I</b> | <b>2000 II</b> | <b>2000 III</b> |
|---------------------------------------|-----------------|----------------|---------------|----------------|-----------------|
| <b>Commercial Airplanes</b>           | 75.7            | 73.0           | 75.7          | 77.1           | 82.8            |
| <b>Military Aircraft and Missiles</b> | 16.5            | 15.6           | 16.8          | 18.8           | 19.1            |
| <b>Space and Communications</b>       | 8.7             | 10.6           | 9.6           | 9.1            | 9.2             |
| <b>Total</b>                          | 100.9           | 99.2           | 102.1         | 105.0          | 111.1           |

**NOTES:**

Boeing contractual backlogs in billions of U.S. dollars.

**SOURCE:**

The Boeing Company (<http://www.boeing.com>)

## U.S. Airlines Net Profit

| <b>1994</b> | <b>1995</b> | <b>1996</b> | <b>1997</b> | <b>1998</b> | <b>1999</b> |
|-------------|-------------|-------------|-------------|-------------|-------------|
| -344        | 2,314       | 2,804       | 5,168       | 4,903       | 5,576       |

**NOTES:**

U.S. airlines net profit in millions of U.S. dollars.

ATA member airlines transport over 95 percent of all passengers and cargo traffic in the United States.

**SOURCE:**

Air Transport Association *Annual Report 2000* ([www.air-transport.org](http://www.air-transport.org))

### Per Capita Disposable Personal Income: United States

| 1999     |          |          | 2000     |          |
|----------|----------|----------|----------|----------|
| III      | IV       | I        | II       | III      |
| \$23,203 | \$23,404 | \$23,472 | \$23,638 | \$23,728 |

### Monthly Average Wage by Industry: King County

|  | 1998    |         | 1999    |         |         |
|--|---------|---------|---------|---------|---------|
|  | IV      | I       | II      | III     | IV      |
| <b>Overall Average</b>                     | \$3,612 | \$3,730 | \$3,565 | \$3,844 | \$4,205 |
| <b>Agriculture, Forestry, Fishing</b>      | \$2,729 | \$2,479 | \$2,801 | \$2,385 | \$2,873 |
| <b>Mining</b>                              | \$4,248 | \$3,217 | \$3,370 | \$3,726 | \$4,497 |
| <b>Construction</b>                        | \$3,518 | \$3,154 | \$3,308 | \$3,429 | \$3,771 |
| <b>Manufacturing</b>                       | \$4,176 | \$3,818 | \$4,067 | \$4,248 | \$4,508 |
| <b>Transportation and Public Utilities</b> | \$3,741 | \$3,966 | \$3,495 | \$3,605 | \$4,348 |
| <b>Wholesale Trade</b>                     | \$4,060 | \$3,913 | \$3,762 | \$3,880 | \$4,231 |
| <b>Retail Trade</b>                        | \$1,886 | \$1,808 | \$1,935 | \$1,936 | \$2,121 |
| <b>FIRE</b>                                | \$4,277 | \$4,338 | \$3,859 | \$3,888 | \$4,148 |
| <b>Services</b>                            | \$4,247 | \$4,933 | \$4,377 | \$5,085 | \$5,655 |
| <b>Government</b>                          | \$3,200 | \$3,006 | \$3,124 | \$3,238 | \$3,314 |

#### NOTES:

Per Capita Disposable Personal Income: Values are in 1996 dollars at seasonally adjusted annual rates. Data is from the revised National Income and Products Accounts newly benchmarked to first quarter 1997. Earlier reports using 1992 figures are not comparable.

Wages: Average of monthly wages per worker by industry. Figures are lagged six months or more due to reporting delay.

#### SOURCES:

Per Capita Disposable Income comes from the U.S. Bureau of Economic Analysis (<http://www.bea.doc.gov/bea/nipbt1-d.html>).

Wages: *Employment and Payrolls in Washington State by County and Industry* (Washington State Employment Security).

## Construction

### City of Seattle

|                                     | 1999          |               |               | 2000          |               |
|-------------------------------------|---------------|---------------|---------------|---------------|---------------|
|                                     | III           | IV            | I             | II            | III           |
| <b>Residential Construction</b>     | \$122,240,064 | \$89,989,974  | \$207,535,437 | \$207,390,244 | \$155,362,148 |
| <b>Non-Residential Construction</b> | \$333,585,384 | \$272,317,311 | \$125,023,154 | \$290,781,087 | \$170,001,242 |
| <b>Building Permits</b>             |               |               |               |               |               |
| Commercial and Industrial           | 754           | 664           | 662           | 716           | 801           |
| Existing Housing Units              | 856           | 589           | 584           | 734           | 963           |
| New Residential Permits             | 198           | 165           | 155           | 175           | 178           |
| New Residential Units               | 928           | 1,213         | 1,562         | 2,221         | 1,411         |

### King County

|                                       | 1999      |           |           | 2000      |           |
|---------------------------------------|-----------|-----------|-----------|-----------|-----------|
|                                       | III       | IV        | I         | II        | III       |
| <b>Home Sales: New &amp; Existing</b> |           |           |           |           |           |
| # of Sales                            | 6,922     | 5,674     | 4,544     | 6,255     | 6,863     |
| Days on Market                        | 35        | 38        | 45        | 35        | 38        |
| Average Sales Price                   | \$303,110 | \$296,234 | \$306,152 | \$316,121 | \$316,969 |
| Median Sales Price                    | \$239,588 | \$237,400 | \$243,350 | \$253,958 | \$249,442 |
| <b>Home Sales: New Construction</b>   |           |           |           |           |           |
| # of Sales                            | 671       | 595       | 629       | 726       | 750       |
| Days on Market                        | 88        | 80        | 86        | 79        | 78        |
| Average Sales Price                   | \$370,076 | \$367,627 | \$386,097 | \$376,195 | \$393,089 |
| Median Sales Price                    | \$289,828 | \$297,965 | \$302,003 | \$306,790 | \$302,383 |

#### NOTES:

The number of commercial and industrial permits is estimated by subtracting from the total number permits for residential construction, schools, churches, and other permit activity.

#### SOURCES:

City of Seattle Department of Construction and Land Use, *Issued Building Development Permits* (monthly reports).

Home sales data comes from the Northwest Multiple Listing Service.



## Office Market

### Downtown Seattle

|                                       | 1999       |            | 2000       |            |            |
|---------------------------------------|------------|------------|------------|------------|------------|
|                                       | III        | IV         | I          | II         | III        |
| <b>Total Square Feet</b>              | 28,315,014 | 28,469,378 | 28,746,728 | 28,828,492 | 30,158,092 |
| <b>No. of Buildings</b>               | 222        | 224        | 227        | 226        | 232        |
| <b>Vacant Square Feet</b>             | 741,853    | 589,316    | 462,822    | 291,168    | 376,976    |
| <b>Vacancy Rates</b>                  | 2.6%       | 2.1%       | 1.6%       | 1.0%       | 1.3%       |
| <b>Under Construction (sq. ft.)</b>   | 2,889,825  | 2,997,727  | 3,246,950  | 3,290,950  | 2,386,078  |
| <b>Absorption (sq. ft.)</b>           | 257,121    | 353,469    | 405,479    | 360,676    | 1,191,599  |
| <b>Median Lease Rate (per sq.ft.)</b> |            |            |            |            |            |
| Class A                               | \$31.50    | \$30.28    | \$33.68    | \$35.54    | \$38.68    |
| Class B                               | \$23.50    | -          | -          | -          | -          |
| Class C                               | \$19.50    | -          | -          | -          | -          |
| <b>Vacancy Rate</b>                   |            |            |            |            |            |
| Class A                               | 2.6%       | 1.5%       | 1.0%       | 0.5%       | 0.9%       |
| Class B                               | 2.4%       | 4.3%       | 3.9%       | 2.8%       | 3.5%       |
| Class C                               | 3.5%       | 2.3%       | 1.9%       | 1.1%       | 1.6%       |

**NOTES:**

"Downtown Seattle" consists of the Canal, CBD, Denny Regrade, Lake Union, Lower Queen Anne, Pioneer Square and Waterfront. The absorption rate is the change in amount of leased space. A negative figure means more space came onto the market than was absorbed by new leases. CB Richard Ellis calculates absorption on a building by building basis.

**SOURCE:** CB Richard Ellis *Quarterly Market Reports*

## Office Market

### North King County

|                                     | 1999      |           |           | 2000      |           |
|-------------------------------------|-----------|-----------|-----------|-----------|-----------|
|                                     | III       | IV        | I         | II        | III       |
| <b>Total Square Feet</b>            | 1,135,559 | 1,135,559 | 1,135,559 | 1,031,305 | 1,181,375 |
| <b>No. of Buildings</b>             | 24        | 24        | 24        | -         | -         |
| <b>Vacant Square Feet</b>           | 20,667    | 29,525    | 37,928    | 25,061    | 9,924     |
| <b>Vacancy Rates</b>                | 1.8%      | 2.6%      | 3.3%      | 2.4%      | 0.8%      |
| <b>Under Construction (sq. ft.)</b> | 0         | 0         | 0         | 97,972    | 97,972    |
| <b>Absorption (sq. ft.)</b>         | -5,380    | -8,855    | -8,387    | 12,892    | 165,195   |
| <b>Ave. Class A Lease Rate</b>      | \$20.60   | \$20.46   | \$22.75   | \$23.88   | \$23.50   |

### South King County

|                                     | 1999      |           |           | 2000      |           |
|-------------------------------------|-----------|-----------|-----------|-----------|-----------|
|                                     | III       | IV        | I         | II        | III       |
| <b>Total Square Feet</b>            | 5,632,654 | 5,741,805 | 5,797,606 | 7,476,563 | 7,940,060 |
| <b>No. of Buildings</b>             | -         | -         | -         | -         | -         |
| <b>Vacant Square Feet</b>           | 497,927   | 433,506   | 404,093   | 868,029   | 983,773   |
| <b>Vacancy Rates</b>                | 8.8%      | 7.6%      | 7.0%      | 11.6%     | 12.4%     |
| <b>Under Construction (sq. ft.)</b> | 302,240   | 301,508   | 301,508   | 0         | 240,000   |
| <b>Absorption (sq. ft.)</b>         | 140,010   | 77,959    | 79,481    | -345,004  | 347,744   |
| <b>Ave. Class A Lease Rate</b>      | \$18.34   | \$18.64   | \$21.60   | \$22.09   | \$21.19   |

**NOTES:**

"North King County" consists of the area north of the Ship Canal up to the King County line.

"South King County" consists of the area south of the Kingdome to the King County line, excluding Federal Way.

The absorption rate is the change in amount of leased space. A negative figure means more space came onto the market than was absorbed by new leases. CB Richard Ellis calculates absorption on a building by building basis.

**SOURCE:** CB Richard Ellis *Quarterly Market Reports*

## Office Market

### Bellevue/Eastside

|  | 1999       |            |            | 2000       |            |
|--|------------|------------|------------|------------|------------|
|  | III        | IV         | I          | II         | III        |
| <b>Total Square Feet</b>               | 19,671,493 | 20,864,771 | 20,979,771 | 20,978,237 | 21,043,099 |
| <b>No. of Buildings</b>                | 343        | 355        | 358        | 346        | 342        |
| <b>Vacant Square Feet</b>              | 842,013    | 710,569    | 772,056    | 144,750    | 162,032    |
| <b>Vacancy Rates</b>                   | 4.3%       | 3.4%       | 3.7%       | 0.7%       | 0.8%       |
| <b>Under Construction (sq. ft.)</b>    | 4,709,508  | 3,772,968  | 4,103,207  | 3,424,391  | 4,459,961  |
| <b>Absorption (sq. ft.)</b>            | 389,491    | 1,412,423  | 175,727    | 1,328,570  | 50,861     |
| <b>Average Lease Rate (per sq.ft.)</b> |            |            |            |            |            |
| Class A                                | \$26.00    | \$24.05    | \$26.74    | \$31.73    | \$28.53    |
| Class B                                | \$22.00    | -          | -          | -          | -          |
| Class C                                | \$17.00    | -          | -          | -          | -          |
| <b>Vacancy Rate</b>                    |            |            |            |            |            |
| Class A                                | 4.6%       | 3.9%       | 3.7%       | 0.5%       | 0.6%       |
| Class B                                | 4.0%       | 2.3%       | 2.1%       | 1.5%       | 1.5%       |
| Class C                                | 0.6%       | 1.0%       | 0.5%       | 0.1%       | 0.4%       |

**NOTES:**

"Bellevue/Eastside" consists of all of King County directly east of Lake Washington, plus that portion of Bothell extending into Snohomish County.

The absorption rate is the change in amount of leased space. A negative figure indicates more space came onto the market than was absorbed by new leases. CB Richard Ellis calculates absorption on a building by building basis.

**SOURCE:** CB Richard Ellis *Quarterly Market Reports*

## Industrial Market

### Seattle

|                                      | 1999       |            | 2000       |            |            |
|--------------------------------------|------------|------------|------------|------------|------------|
|                                      | III        | IV         | I          | II         | III        |
| <b>Total Square Footage</b>          | 71,016,568 | 70,927,337 | 71,140,072 | 70,789,899 | 70,654,233 |
| Industrial                           | 69,827,803 | 69,785,228 | 69,951,307 | 69,668,790 | 69,805,046 |
| High-Tech                            | 1,188,765  | 1,142,109  | 1,188,765  | 1,121,109  | 849,187    |
| <b>Vacancy Rate</b>                  | 1.7%       | 2.0%       | 2.1%       | 3.3%       | 3.1%       |
| Industrial                           | 1.7%       | 2.0%       | 2.0%       | 3.3%       | 3.2%       |
| High-Tech                            | 2.5%       | 1.2%       | 3.9%       | 0.2%       | 0.6%       |
| <b>Total Vacant (sq. ft.)</b>        | 1,216,673  | 1,437,324  | 1,473,250  | 2,314,798  | 2,217,915  |
| Industrial                           | 1,187,073  | 1,423,619  | 1,427,007  | 2,313,004  | 2,212,820  |
| High-Tech                            | 29,600     | 13,705     | 46,243     | 1,794      | 5,095      |
| <b>Lease Rates (per sq. ft./mo.)</b> |            |            |            |            |            |
| Industrial                           | \$0.45     | \$0.45     | \$0.45     | \$0.45     | \$0.45     |
| High-Tech                            | \$0.82     | \$0.85     | \$0.85     | \$0.85     | \$0.85     |
| <b>Absorption (sq. ft.)</b>          | 93,071     | -265,167   | 173,500    | -884,249   | 360,341    |

#### NOTES:

Beginning with the second quarter of 1999, the elimination of a number of buildings under 10,000 square feet, and other technical adjustments, reduced the size of the tracked inventory. Net absorption figures have been adjusted for these changes.

High Tech: Industrial buildings with a mix of research and development uses. They stand three stories or less, off 25% to 75% office uses and parking ratios of 2.5:1 or greater.

Industrial: Warehouse, distribution, and manufacturing buildings with less than a 25% office buildout.

"Seattle" extends from the King/Snohomish line south to Tukwila.

**SOURCE:** CB Richard Ellis *Quarterly Market Reports*

## Industrial Market

### Kent Valley

|                                      | 1999       |            |            | 2000       |            |
|--------------------------------------|------------|------------|------------|------------|------------|
|                                      | III        | IV         | I          | II         | III        |
| <b>Total Square Footage</b>          | 85,570,159 | 85,844,794 | 87,166,421 | 87,845,764 | 88,757,625 |
| Industrial                           | 83,755,501 | 83,983,480 | 85,351,763 | 86,085,950 | 86,867,889 |
| High-Tech                            | 1,814,658  | 1,861,314  | 1,814,658  | 1,759,814  | 1,889,736  |
| <b>Vacancy Rate</b>                  | 4.9%       | 4.9%       | 5.5%       | 2.7%       | 2.5%       |
| Industrial                           | 4.8%       | 4.9%       | 6.2%       | 2.5%       | 2.5%       |
| High-Tech                            | 6.8%       | 6.9%       | 5.5%       | 11.5%      | 2.1%       |
| <b>Total Vacant (sq. ft.)</b>        | 4,177,707  | 4,218,798  | 5,391,071  | 2,354,175  | 2,185,699  |
| Industrial                           | 4,053,766  | 4,089,995  | 5,291,809  | 2,152,149  | 2,145,637  |
| High-Tech                            | 123,941    | 128,803    | 99,262     | 202,027    | 40,062     |
| <b>Lease Rates (per sq. ft./mo.)</b> |            |            |            |            |            |
| Industrial                           | \$0.33     | \$0.35     | \$0.35     | \$0.35     | \$0.35     |
| High-Tech                            | \$0.95     | \$0.95     | \$0.95     | \$0.95     | \$0.95     |
| <b>Absorption (sq. ft.)</b>          | 1,398,338  | 224,142    | 762,681    | 2,852,798  | 828,003    |

#### NOTES:

Beginning with the second quarter of 1999, the elimination of a number of buildings under 10,000 square feet, and other technical adjustments, reduced the size of the tracked inventory. Net absorption figures have been adjusted for these changes.

High Tech: Industrial buildings with a mix of research and development uses. They stand three stories or less, off 25% to 75% office uses and parking ratios of 2.5:1 or greater.

Industrial: Warehouse, distribution, and manufacturing buildings with less than a 25% office buildout.

"Kent Valley" is defined as Tukwila, Renton, Kent, Auburn and SeaTac.

**SOURCE:** CB Richard Ellis *Quarterly Market Reports*

## Industrial Market

### Eastside

|                                      | 1999       |            | 2000       |            |            |
|--------------------------------------|------------|------------|------------|------------|------------|
|                                      | III        | IV         | I          | II         | III        |
| <b>Total Square Footage</b>          | 20,560,153 | 20,357,740 | 20,272,821 | 20,676,427 | 20,745,452 |
| Industrial                           | 16,016,009 | 15,695,902 | 15,644,888 | 16,023,596 | 16,038,621 |
| High-Tech                            | 4,544,144  | 4,661,838  | 4,627,933  | 4,652,831  | 4,706,831  |
| <b>Vacancy Rate</b>                  | 4.9%       | 4.7%       | 3.7%       | 2.5%       | 3.4%       |
| Industrial                           | 5.6%       | 4.1%       | 4.9%       | 2.6%       | 3.8%       |
| High-Tech                            | 2.6%       | 6.7%       | 3.4%       | 2.3%       | 2.0%       |
| <b>Total Vacant (sq. ft.)</b>        | 1,010,932  | 959,309    | 924,764    | 523,163    | 702,942    |
| Industrial                           | 893,693    | 645,102    | 769,728    | 416,613    | 607,864    |
| High-Tech                            | 117,239    | 314,208    | 155,036    | 106,550    | 95,078     |
| <b>Lease Rates (per sq. ft./mo.)</b> |            |            |            |            |            |
| Industrial                           | \$0.60     | \$0.60     | \$0.60     | \$0.60     | \$0.60     |
| High-Tech                            | \$1.25     | \$1.25     | \$1.30     | \$1.30     | \$1.30     |
| <b>Absorption (sq. ft.)</b>          | 136,939    | 153,793    | 228,702    | 425,726    | -109,932   |

**NOTES:**

Beginning with the second quarter of 1999, the elimination of a number of buildings under 10,000 square feet, and other technical adjustments, reduced the size of the tracked inventory. Net absorption figures have been adjusted for these changes.

High Tech: Industrial buildings with a mix of research and development uses. They stand three stories or less, off 25% to 75% office uses and parking ratios of 2.5:1 or greater.

Industrial: Warehouse, distribution, and manufacturing buildings with less than a 25% office buildout.

"Eastside" consists of the east side of Lake Washington, King/Snohomish County Line south to Renton City Limits.

**SOURCE:** CB Richard Ellis *Quarterly Market Reports*

## Retail Market

| Puget Sound Region         | 1998       |             | 1999       |             | 2000       |
|----------------------------|------------|-------------|------------|-------------|------------|
|                            | First Half | Second Half | First Half | Second Half | First Half |
| Total Rentable Sq. Footage | 62,536,242 | 59,030,357  | 60,597,201 | 61,220,255  | 58,612,098 |
| Total Vacant               | 4,195,059  | 2,613,436   | 3,387,384  | 3,336,504   | 2,075,247  |
| Vacancy Rates              | 6.7%       | 4.4%        | 5.6%       | 5.5%        | 3.5%       |
| Absorption (sf)            | 1,629,429  | 6,442,336   | 561,033    | 72,711      | 1,773,500  |

Puget Sound consists of the downtown Seattle, Northend, Southend, Eastside, and Kitsap Markets.

| Downtown Seattle       | 1998       |             | 1999       |             | 2000       |
|------------------------|------------|-------------|------------|-------------|------------|
|                        | First Half | Second Half | First Half | Second Half | First Half |
| Total Rentable Sq. Ft. | 3,686,414  | 4,558,469   | 4,558,469  | 4,816,804   | 5,462,959  |
| Total Vacant           | 101,172    | 114,678     | 131,740    | 148,839     | 87,407     |
| Vacancy Rates          | 2.7%       | 2.5%        | 2.9%       | 3.1%        | 1.6%       |
| Rental Rates           | \$26.60    | \$25.16     | \$26.29    | \$38.31     | \$34.07    |
| Absorption (sf)        | 50,036     | 847,549     | 8,243      | 64,233      | 754,254    |

The Ship Canal south to the West Seattle Bridge including the Central Business District, Denny Regrade, Lower Queen Anne, Pioneer Square, West Lake Union, Capitol Hill and the Central District.

| Northend               | 1998       |             | 1999       |             | 2000       |
|------------------------|------------|-------------|------------|-------------|------------|
|                        | First Half | Second Half | First Half | Second Half | First Half |
| Total Rentable Sq. Ft. | 15,513,322 | 15,152,425  | 15,803,346 | 15,847,347  | 12,934,821 |
| Total Vacant           | 849,089    | 678,490     | 933,978    | 1,044,340   | 433,317    |
| Vacancy Rates          | 5.5%       | 4.5%        | 5.9%       | 6.6%        | 3.4%       |
| Rental Rates           | \$11.96    | \$13.15     | \$11.19    | \$16.03     | \$17.61    |
| Absorption (sf)        | 57,821     | 747,419     | 12,752     | 51,709      | 558,742    |

Northend is defined as North Seattle from Ship Canal up through Snohomish and Northern Counties.

| Southend               | 1998       |             | 1999       |             | 2000       |
|------------------------|------------|-------------|------------|-------------|------------|
|                        | First Half | Second Half | First Half | Second Half | First Half |
| Total Rentable Sq. Ft. | 28,285,213 | 27,509,392  | 27,894,915 | 28,293,688  | 27,313,703 |
| Total Vacant           | 2,139,346  | 1,344,928   | 1,860,591  | 1,621,228   | 1,188,146  |
| Vacancy Rates          | 7.6%       | 4.9%        | 6.7%       | 5.7%        | 4.4%       |
| Rental Rates           | \$11.78    | \$14.65     | \$15.07    | \$19.07     | \$15.60    |
| Absorption (sf)        | 637,790    | 2,424,513   | 265,823    | 98,239      | 11,230     |

"Southend" is South Seattle through Pierce and Thurston Counties.

| Bellevue/Eastside      | 1998       |             | 1999       |             | 2000       |
|------------------------|------------|-------------|------------|-------------|------------|
|                        | First Half | Second Half | First Half | Second Half | First Half |
| Total Rentable Sq. Ft. | 11,626,902 | 11,810,071  | 12,340,471 | 12,262,416  | 12,900,615 |
| Total Vacant           | 696,958    | 475,340     | 457,831    | 521,153     | 366,377    |
| Vacancy Rates          | 6.0%       | 4.0%        | 3.7%       | 4.3%        | 2.8%       |
| Rental Rates           | \$15.24    | \$17.32     | \$19.92    | \$21.21     | \$22.50    |
| Absorption (sf)        | 915,998    | 761,210     | 274,215    | -141,470    | 449,274    |

All of King County east of Lake Washington, including Bellevue, Kirkland, Redmond, Issaquah, Bothell and Mercer Island.

SOURCE: CB Richard Ellis *Quarterly Market Reports*

## Apartment Vacancy Rates

|                                  | 1998        |             | 1999        |             | 2000        |
|----------------------------------|-------------|-------------|-------------|-------------|-------------|
|                                  | First Half  | Second Half | First Half  | Second Half | First Half  |
| <b>Seattle/North King County</b> | <b>1.2%</b> | <b>1.7%</b> | <b>2.3%</b> | <b>3.4%</b> | <b>2.2%</b> |
| Capitol Hill/Eastlake            | 1.9%        | 1.4%        | 1.1%        | 0.5%        | 0.0%        |
| Central District                 | 0.5%        | -           | 2.2%        | 5.3%        | 0.0%        |
| Downtown/First Hill              | 0.8%        | 1.7%        | 2.2%        | 3.7%        | 2.7%        |
| Magnolia/Queen Anne              | 1.2%        | 1.8%        | 2.5%        | 4.2%        | 2.4%        |
| North Seattle                    | 1.2%        | 1.2%        | 1.1%        | 3.0%        | 1.2%        |
| Sandpoint                        | 0.0%        | 0.5%        | 1.8%        | 2.6%        | 0.0%        |
| South Seattle                    | -           | 1.0%        | 3.2%        | -           | -           |
| University District              | 1.0%        | 0.5%        | 2.7%        | 1.5%        | 0.8%        |
| West Seattle                     | 1.1%        | 0.6%        | 3.2%        | 3.2%        | 1.5%        |
| <b>South King County</b>         | <b>1.7%</b> | <b>1.8%</b> | <b>3.0%</b> | <b>3.6%</b> | <b>1.9%</b> |
| Auburn                           | 1.1%        | 2.4%        | 4.4%        | 4.7%        | 1.7%        |
| Burien/Des Moines                | 1.2%        | 1.6%        | 3.0%        | 1.9%        | 2.9%        |
| Federal Way                      | 1.9%        | 2.0%        | 3.2%        | 6.2%        | 1.9%        |
| Kent                             | 1.7%        | 2.2%        | 2.1%        | 3.4%        | 1.8%        |
| Renton                           | 1.9%        | 1.4%        | 3.5%        | 2.4%        | 2.0%        |
| Sea-Tac/Tukwila                  | 1.8%        | 1.4%        | 3.0%        | 3.4%        | 1.6%        |
| <b>East King County</b>          | <b>1.4%</b> | <b>1.7%</b> | <b>2.7%</b> | <b>5.2%</b> | <b>2.3%</b> |
| Bellevue                         | 1.0%        | 1.4%        | 2.4%        | 5.6%        | 2.5%        |
| Bothell/Woodinville              | 1.6%        | 3.2%        | 2.8%        | 4.8%        | 4.4%        |
| Issaquah/North Bend              | 1.8%        | 1.5%        | 3.1%        | 3.8%        | 2.0%        |
| Kirkland                         | 1.7%        | 1.9%        | 3.8%        | 3.4%        | 1.0%        |
| Redmond                          | 1.7%        | 1.0%        | 2.1%        | 6.1%        | 1.3%        |
| <b>Snohomish County</b>          | <b>1.1%</b> | <b>1.8%</b> | <b>3.8%</b> | <b>4.2%</b> | <b>3.2%</b> |
| Edmonds                          | 0.7%        | 0.9%        | 2.4%        | 1.9%        | 2.6%        |
| Everett                          | 1.1%        | 1.8%        | 2.9%        | 5.3%        | 4.1%        |
| Lynnwood                         | 1.0%        | 2.4%        | 2.8%        | 3.9%        | 2.2%        |
| Marysville                       | 1.7%        | 0.0%        | 7.7%        | 6.3%        | 1.7%        |
| Mountlake Terrace                | 0.8%        | 1.8%        | 4.1%        | 3.2%        | 2.0%        |
| <b>Pierce County</b>             | <b>4.5%</b> | <b>3.3%</b> | <b>3.2%</b> | <b>5.1%</b> | <b>4.1%</b> |
| Fircrest                         | 6.2%        | 3.2%        | 3.6%        | 3.5%        | 3.2%        |
| Gig Harbor                       | 3.6%        | 5.1%        | 4.5%        | 8.5%        | 0.6%        |
| Lakewood                         | 5.3%        | 3.6%        | 3.3%        | 4.9%        | 3.3%        |
| Puyallup                         | 3.7%        | 1.4%        | 3.3%        | 4.8%        | 5.6%        |
| Tacoma                           | 4.5%        | 2.3%        | 2.7%        | 6.1%        | 3.4%        |

SOURCE: CB Richard Ellis *Quarterly Market Reports*